

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Excel Injection Molding

Mississippi Technology Alliance

#### Excel Injection Molding Achieves ISO Certification

##### Client Profile:

Excel Injection Molding, located in Hattiesburg, Mississippi is a manufacturer of specialty plastic molded parts and assemblies for medical devices, automotive, electrical, and small engine industries. The company has been in business for 12 years and employs 65 people.

##### Situation:

Excel had just moved into a new building, nearly doubling their floor space. They wanted to fill excess capacity, expand into the automotive market, and open up access to other markets where ISO registration is a prerequisite. Excel contacted the Mississippi Technology Alliance (MEP.ms), a NIST MEP network affiliate, for guidance in culture change and ISO certification.

##### Solution:

MEP.ms initiated a coaching model developed by the MEP.ms Institute for Transformational Leadership, which included weekly coaching sessions and action based self-work between sessions. This initial effort was followed by the use of a third party contractor that specializes in injection molding operations for the ISO registration preparation. The ISO effort included project management, training, and on-site audits.

##### Results:

- \* ISO certification.
- \* Anticipated increase in sales by \$3.5 million.
- \* Reduced inventory by \$100,000.
- \* Invested \$250,000 in new equipment.
- \* Secured 2 new customers.

##### Testimonial:

"It would have been impossible for us to have come as far as we have in such a short time without help from the Manufacturing Extension Partnership of Mississippi. The executive coaching process has helped me better balance my personal and professional lives, and has had a direct impact on significant positive changes in our business culture. We are now able to get more done in less time, with less stress, including receiving our ISO registration on schedule and under budget. The changes we have made as a result of our work with MEP.ms are generating measurable results and have positioned us to accelerate our growth as the economy recovers."

John Robinson, President